

1st Half Year 2018 - Achievements

Making London an easier place to do business

Making the market accessible, efficient and relevant to the needs of our customers

- > PPL rollout of all classes to conclude with re-insurance in Q3 2018. The electronic placing mandate has been launched to assist with adoption and current rates have risen to 15-20%.
- > CSRP deployments of functionality continue and will complete with Proportional Treaty in H1 2019. DXC have agreed to own the on-boarding process and have put forward a plan to speed this up.
- > LIMOSS has been set up as an independent company to run the new services and provide a centre of expertise for contract management.
- > Data Integration – has delivered GDPR and is completing the common services project to allow single sign on and an API gateway. A central data team is being set up to be run by LIMOSS.
- > SDC has met its initial objective to deliver MRCs for all classes of business with early adoption running at over 10%.

Building a diverse, dynamic workforce

Helping the London Market to build a diverse, dynamic workforce

- > Further developed the @londoninsurancelife campaign to attract a new generation of diverse talent:
 - Supported by 103 market Ambassadors
 - Ran 7 events in the market
 - Attended 35 external careers events
 - the number of @LIL social media followers and people applying for and securing roles continues to grow
- > Progressed the future workforce think tank
 - Delivered phase one: an assessment of the impact of PPL on broking and underwriting related roles.
 - Commenced research for phase two: the impact of digitalisation on these roles.
- > Partnered with Inclusion@Lloyd's to extend their annual holding up the mirror survey to encompass the whole market.
- > Delivered the first diversity in action showcase event, which focused on inclusive hiring

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Creating a better business environment

Working with government, parliamentary parties, civil servants and trade bodies to ensure they understand the scale of the market and support its growth

- > Continued to ensure the interests of the London insurance market are well represented and articulated within the Brexit negotiations:
 - Brexit Taskforce established, meeting regularly with DExEU and HMT officials.
 - LMG Assessment of Post Brexit Trade Models presented to DExEU and case studies used by stakeholders.
- > A roundtable was held with PRA to discuss the Government's aim for a bespoke FTA in Brexit negotiations and the London Market's requirements within any new framework.
- > The 1st ILS contracts have been closed using the legislation passed into law in December 2017, more in the pipeline.
- > Continued to ensure that insurance is a priority for the Department for International Trade.

Telling the London Market story

Providing clients with a clear case for coming to London to buy our products and services

- > Initial development of a promotional campaign for the US, targeted at the WSIA conference in Atlanta during September.
- > Creation of marketing assets to support and promote the campaign messaging, including an interactive PDF and the production of branded campaign notebooks. Both assets were utilised at the RIMS conference in April.
- > Commissioned a free-lance writer to assist in collecting further stories about the London Market.
- > Creation of three new illustrations and animations covering flood, earthquake and hurricane stories to support new stories.
- > Initiated development of a half day education module focussing on the future of the London market.
- > Initial planning to target an emerging market where the campaign could be promoted.